

**RAILTEL CORPORATION OF INDIA LIMITED**  
(A Govt. of India Undertaking)

**Expression of Interest for Selection of Partner from Empaneled Business Associate for  
EXCLUSIVE PARTNERSHIP TEAMING ARRANGEMENT**

**For**

**“Engagement as Digital Marketing Agency for end customer”**

**EOI No: RailTel/COMKTG/EB/EOI/OTT/2025-26/19 dated 18<sup>th</sup> December 2025**

## EOI NOTICE

**Plate-A, 6th Floor, Office Tower-2, NBCC Building, East Kidwai Nagar, New Delhi-110023**

**EOI Notice No: RailTel/COMKTG/EB/EOI/OTT/2025-26/18 dated 18<sup>th</sup> December 2025**

RailTel Corporation of India Ltd., (here after referred to as "RailTel") invites EOIs from RailTel's Empaneled Partners for the selection of suitable partner as partnership arrangement for submission of proposal to end customer for "Engagement as Digital Marketing Agency for end customer".

**Special Note: Bidders who have already submitted their bid against the original EOI RailTel/EOI/COMKTG/EB/ICT/2025-26/01 dated 25th July, 2025, have the option to resubmit the entire proposal or submit only the compliance to the latest specifications and commercial.**

The details are as under:

1	Last date for submission of Technical Packet against EOIs by bidders	19th December 2025 at 15:00 Hours
2	Opening of Technical Bid of EOIs	19th December 2025 at 15:30 Hours
3	Number of copies to be submitted for scope of work	One
4	EOI fees inclusive tax (Non-refundable)	5,900/-
5	Estimated Value of work	4,91,17,500 incl GST
6	EOI EMD	EOI EMD of Rs. 5,00,000/- (Five Lakhs Only) to be submitted along with EOI (To be submitted via online bank transfer only). RailTel Bank Details: Union Bank of India Account No.: 340601010050446 IFSC Code: UBIN0534064

The EMD should be in the favor of RailTel Corporation of India Limited payable at Delhi through online bank transfer in favour of RailTel Corporation of India Limited. Partner needs to share the online payment transfer details like UTR No. date and Bank along with the proposal.

Eligible Business Associates are required to direct all communications related to this Invitation for EOI document, through the following Nominated Point of Contact persons:

**Level:1** Contact: Vrishad Shahade  
Designation: AGM/Mktg  
Email: [vrishad.shahade@railtelindia.com](mailto:vrishad.shahade@railtelindia.com)

**Level:2** Contact: Anish Gusain  
Designation: DGM/Tech  
Email: [anishgusain@railtelindia.com](mailto:anishgusain@railtelindia.com)

**Level:3** Contact: Hemant Yadav

Designation: Jt. GM/Govt. Business  
Email : [hemant Yadav@railtelindia.com](mailto:hemant Yadav@railtelindia.com)

Note:

1. Empaneled partners are required to submit soft copy of technical packet through an e-mail at [eoiebco2@railtelindia.com](mailto:eoiebco2@railtelindia.com) duly signed by Authorized Signatories with Company seal and stamp.
2. The EOI response is invited from eligible Empaneled Partners of RailTel only. Only sole bidder are eligible and consortium is not allowed.
3. All the document must be submitted with **proper indexing** and **page no.**
4. This is an **exclusive partnership arrangement with empaneled business associate of RailTel for submission of commercial proposal to end customer**. Selected partner's authorized signatory has to give an undertaking they will not submit directly or indirectly techno-commercial solution/proposal with any other organization once selected in this EOI for partnership teaming arrangement (before and after submission of commercial proposal to end customer organization by RailTel). This undertaking has to be given with this EOI Response.
5. **Transfer and Sub-letting**. The Business Associate has no right to give, bargain, sell, assign or sublet or otherwise dispose of the Contract or any part thereof, as well as to give or to let a third party take benefit or advantage of the present Contract or any part thereof.
6. This is a Single Stage Single Envelope system EOI. Bidder must submit technical bid (eligibility documents and other documents) separately and financial bid separately in password protected copy in the single envelope on designated email id.